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October 18, 1965.

L.4.1 Automobile Loans by Major Sales Finance Companies

Maturities - New Cars

	Percentage distribution of contracts						Total contracts reported
	24 months or less	25-30 months	31-36 months	Over 36 months	Balloon paper	Total	
1959	19.3	10.5	69.1	0.6	0.5	100.0	862
1960--Year	20.4	8.4	69.6	1.0	0.6	100.0	1,411
1961--Year	20.8	7.2	70.7	0.7	0.6	100.0	1,123
1962--Year	18.6	5.6	74.3	0.8	0.7	100.0	1,437
1963--Year	17.5	4.7	76.3	0.7	0.8	100.0	1,544
1964--Year	15.4	4.0	79.1	0.6	0.9	100.0	1,543
1964--Jan.	18.7	4.7	74.8	0.8	1.0	100.0	111
Feb.	16.8	4.6	76.8	0.8	1.0	100.0	108
March	16.3	4.3	77.9	0.6	0.9	100.0	131
April	15.4	4.2	79.0	0.6	0.8	100.0	144
May	14.9	4.1	79.6	0.6	0.8	100.0	141
June	14.6	3.8	80.2	0.6	0.8	100.0	157
July	13.4	3.6	81.7	0.6	0.7	100.0	151
Aug.	13.4	3.5	81.8	0.6	0.7	100.0	137
Sept.	14.2	3.8	80.7	0.6	0.7	100.0	125
Oct.	15.2	3.7	79.7	0.6	0.8	100.0	133
Nov.	16.1	3.7	78.4	0.6	1.2	100.0	85
Dec.	18.0	3.9	76.6	0.6	0.9	100.0	121
1965--Jan.	17.7	4.1	76.8	0.5	0.9	100.0	105
Feb.	16.4	4.0	78.2	0.5	0.9	100.0	109
March	15.3	3.8	79.6	0.5	0.8	100.0	138
April	15.1	3.8	79.9	0.5	0.7	100.0	144
May	15.0	3.7	80.0	0.6	0.7	100.0	135
June	14.5	3.5	80.7	0.6	0.7	100.0	157
July	14.2	3.2	81.4	0.6	0.6	100.0	156
August	14.0	3.2	81.7	0.6	0.5	100.0	153
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L.4.1 Automobile Loans by Major Sales Finance Companies

Dealer Cost Ratios - New Cars
(loan as percent of dealer cost)

	Percentage distribution of contracts						Total contracts reported
	90 or less	91 - 100	101 - 105	106 - 110	Over 110	Total	
1959	52.1	28.4	10.4	5.2	3.9	100.0	820
1960--Year	51.8	29.2	10.3	5.0	3.7	100.0	1,245
1961--Year	50.1	30.9	10.5	4.9	3.6	100.0	1,005
1962--Year	47.4	31.0	11.7	5.7	4.2	100.0	1,270
1963--Year	45.5	30.4	12.2	6.6	5.3	100.0	1,369
1964--Year	44.1	30.6	12.8	6.9	5.6	100.0	1,398
1964--Jan.	44.2	30.6	12.6	6.9	5.7	100.0	98
Feb.	44.2	30.5	12.8	6.9	5.6	100.0	97
March	44.7	30.1	12.8	6.8	5.6	100.0	119
April	44.9	30.1	12.7	6.9	5.6	100.0	131
May	44.3	30.5	12.9	6.9	5.4	100.0	129
June	43.9	31.2	12.8	6.7	5.4	100.0	144
July	42.4	32.0	13.3	6.9	5.4	100.0	137
August	43.8	31.9	12.8	6.4	5.1	100.0	125
Sept.	44.7	31.8	12.5	6.1	4.9	100.0	113
Oct.	44.3	29.2	12.4	7.5	6.6	100.0	120
Nov.	42.3	30.2	13.2	7.6	6.7	100.0	74
Dec.	45.1	29.0	13.1	7.1	5.7	100.0	111
1965--Jan.	44.9	29.4	13.1	7.0	5.6	100.0	95
Feb.	44.4	30.0	13.1	7.0	5.6	100.0	99
March	44.9	30.0	12.8	6.8	5.6	100.0	126
April	45.2	30.1	12.7	6.7	5.3	100.0	131
May	44.6	30.8	12.6	6.7	5.3	100.0	122
June	43.9	31.2	12.9	6.7	5.3	100.0	142
July	43.5	31.7	12.8	6.6	5.4	100.0	140
August	43.1	31.8	12.9	6.7	5.5	100.0	138
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L.4.1 Automobile Loans by Major Sales Finance Companies

Maturities - Used Cars

	Percentage distribution of contracts						Total contracts reported
	18 months or less	19-24 months	25-30 months	Over 30 months	Balloon paper	Total	
1959	11.8	37.9	35.6	14.4	0.3	100.0	341
1960--Year	11.7	32.5	34.9	20.6	0.3	100.0	464
1961--Year	13.0	31.2	37.3	18.1	0.4	100.0	438
1962--Year	10.2	26.2	38.7	24.5	0.4	100.0	491
1963--Year	9.0	21.4	34.7	34.4	0.5	100.0	519
1964--Year	7.6	18.8	32.7	40.4	0.5	100.0	525
1964--Jan.	7.7	17.9	31.8	41.9	0.7	100.0	42
Feb.	7.2	17.7	31.9	42.6	0.6	100.0	40
March	7.2	17.5	33.2	41.6	0.5	100.0	46
April	7.0	18.1	33.9	40.5	0.5	100.0	58
May	6.9	18.0	34.7	40.0	0.4	100.0	47
June	7.3	18.6	34.6	39.1	0.4	100.0	51
July	7.4	19.5	35.1	37.6	0.4	100.0	50
August	7.9	20.8	35.2	35.7	0.4	100.0	42
Sept.	8.6	21.6	34.5	34.8	0.5	100.0	40
Oct.	7.9	18.9	28.3	44.3	0.6	100.0	42
Nov.	8.5	18.7	27.8	44.4	0.6	100.0	35
Dec.	8.5	18.7	29.0	43.1	0.7	100.0	42
1965--Jan.	7.6	16.5	30.6	44.7	0.6	100.0	38
Feb.	7.1	15.9	32.1	44.3	0.6	100.0	39
March	6.9	16.7	32.8	43.0	0.6	100.0	48
April	6.8	16.8	32.9	43.0	0.5	100.0	50
May	6.9	17.4	33.5	41.7	0.5	100.0	47
June	7.1	17.9	34.1	40.5	0.5	100.0	53
July	7.2	19.3	34.9	38.1	0.5	100.0	49
August	7.8	20.4	34.3	37.1	0.4	100.0	47
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L. 4. 1. Automobile Loans by Major Sales Finance Companies

Dealer Cost Ratios - Used Cars
(loan as percent of wholesale value)

	Percentage distribution of contracts						Total contracts reported
	90 or less	91 - 100	101 - 110	111 - 120	Over 120	Total	
1959	40.3	26.0	18.3	9.0	6.4	100.0	305
1960--Year	39.8	26.1	18.6	8.7	6.8	100.0	399
1961--Year	33.3	26.9	20.8	10.4	8.6	100.0	370
1962--Year	30.9	26.4	21.8	11.6	9.3	100.0	398
1963--Year	28.0	25.9	23.1	12.7	10.3	100.0	420
1964--Year	26.5	25.1	24.1	13.4	10.9	100.0	431
1964--Jan.	28.4	25.8	23.0	12.6	10.2	100.0	34
Feb.	28.7	25.6	23.2	12.4	10.1	100.0	33
March	26.6	24.4	23.8	13.9	11.3	100.0	39
April	26.7	25.2	24.8	13.7	9.6	100.0	36
May	24.6	23.7	24.5	14.8	12.4	100.0	39
June	24.3	24.4	24.9	14.7	11.7	100.0	43
July	24.2	24.4	25.3	14.1	12.0	100.0	42
August	25.2	25.0	24.6	13.9	11.3	100.0	35
Sept.	25.8	25.8	24.4	13.3	10.7	100.0	33
Oct.	29.2	26.6	23.3	11.7	9.2	100.0	34
Nov.	27.8	26.1	23.4	12.3	10.4	100.0	28
Dec.	28.2	25.6	23.5	12.3	10.4	100.0	34
1965--Jan.	30.2	25.7	23.1	12.1	8.9	100.0	32
Feb.	29.1	26.8	23.8	11.8	8.4	100.0	33
March	28.6	26.4	23.8	12.3	9.0	100.0	40
April	26.8	25.1	24.5	13.3	10.3	100.0	42
May	25.6	25.4	24.8	13.6	10.6	100.0	38
June	25.6	25.3	24.9	13.8	10.4	100.0	44
July	24.7	24.5	25.3	14.1	11.4	100.0	40
August	24.3	25.0	25.2	14.1	11.4	100.0	39
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